

Rushlight Show 2020

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30th January 2020

Mid/Late Investment Session
Chair: Hamish Corner, Partner

SH ∞ SMITHS

About Shoosmiths

"a client-focused team that always strives to put the client at the centre of everything that it does."

Legal 500

"the best of breed on service, responsiveness, legal advice and competence"

Chambers UK

A UK leading law firm with an extensive international network

Over 1,000 legal advisers, including 195 partners, across 13 UK locations

National Law Firm of the Year, the Lawyer Awards 2019

2019 Corporate and Commercial Firm of the Year (in field of venture capital) *Legal 500 Awards*

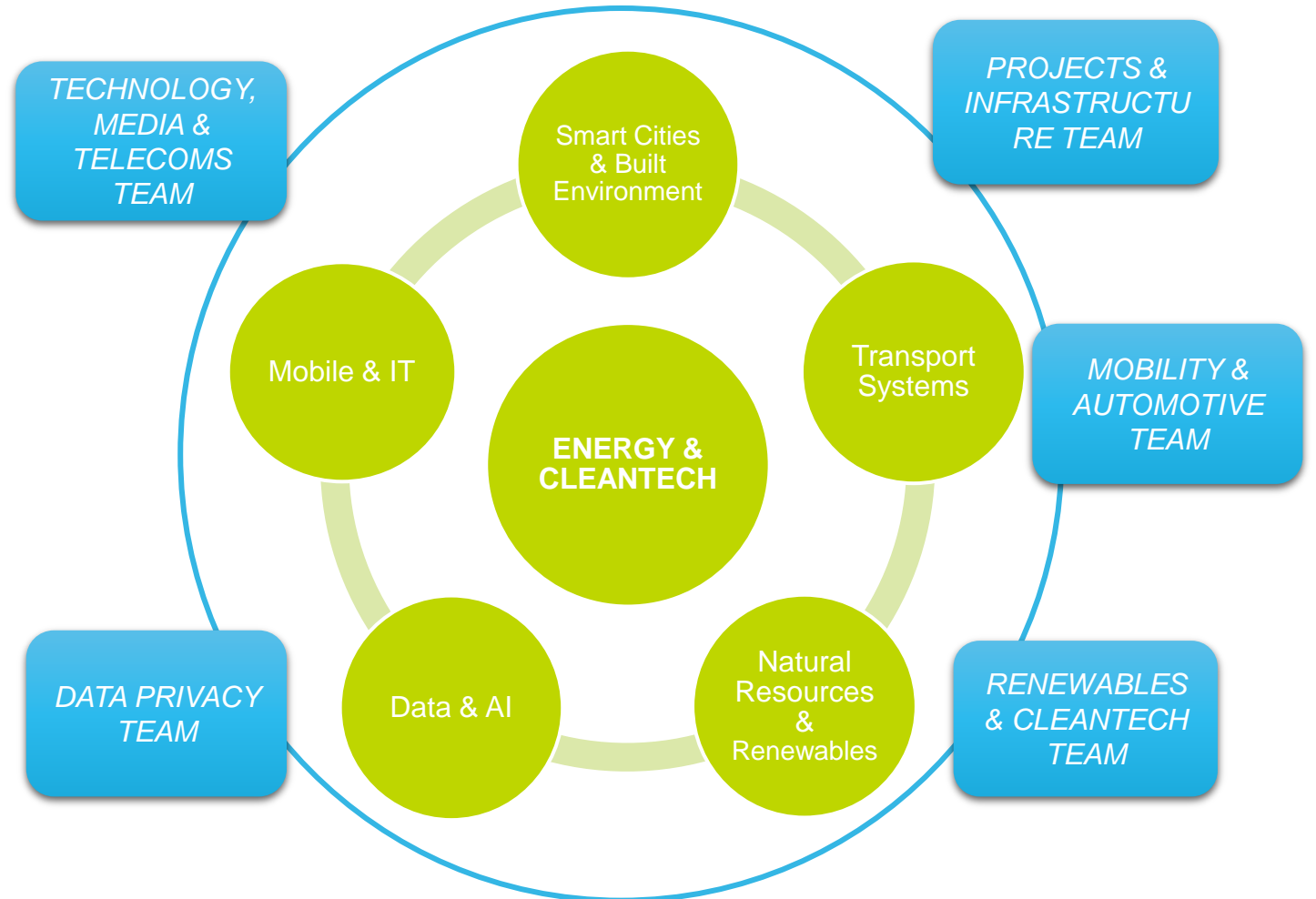


Energy & Cleantech

- 120-strong team with expertise in:
 - energy & infrastructure
 - clean technology
 - automotive and transport
 - procurement and project management solutions
 - technology and IP licensing
- Class leading innovations, including contract management, procurement and project management platforms



Our Core Teams



Considerations for Mid/late investment

- Business Plan
 - BP and supporting documents must demonstrate scalability and ability to deliver on opportunity
 - understanding and achieving market share
- Funding
 - is debt funding available?
 - appetite for follow-on equity investment from existing investor pool
 - investor's sector alignment and understanding is key
 - managing investor relations (alignment between investors)
- Preparing the business
 - will controlling / constitutional documents need restating?
 - consider information expectations (financial reporting etc.)
 - protection of relevant IP and know-how
 - proactively identify gaps or weaknesses in management team

